

Message Text

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PAGE 01 STATE 257967

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INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

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STATE/ARA/BR/TSHUGART (INFO)

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R 302351Z OCT 75

FM SECSTATE WASHDC

TO AMEMBASSY BRASILIA

INFO AMCONSUL RIO DE JANEIRO

UNCLAS STATE 257967

E.O. 11652: NA

TAGS: BEXP, BR

SUBJECT: PRODUCT OPPORTUNITY - VISIT BY OFFICIALS OF

--- WINCHESTER DIV., OLIN CORPORATION

1. MR. STEVEN T. WARSHAW, BUSINESS DEVELOPMENT ASSOCIATE OF THE WINCHESTER DIV. OF OLIN CORP. HAS CONTACTED USDOC TO REQUEST EMBASSY ASSISTANCE IN ARRANGING MEETING BETWEEN OLIN REPRESENTATIVES AND INDUSTRIA DE MATERIAL BELICO DO BRASIL (IMBEL). OLIN IS INTERESTED IN WORKING JOINTLY WITH IMBEL FOR POSSIBLE AMMUNITION AND PROPELLANT PLANTS IN BRAZIL. IMBEL, IN THEIR LETTER OF OCT. 13, EXPRESSED INTEREST IN DISCUSSING THE PROJECT WITH OLIN.

2. MR. WARSHAW AND MR. RAUL CASTELL, DIRECTOR OF INT'L BUSINESS DEVELOPMENT, WILL BE AVAILABLE TO MEET IN BRASILIA WITH IMBEL'S TOP MANAGEMENT ON DEC. 9 OR 10. IT IS ALSO POSSIBLE THAT REPRESENTATIVES OF AMADEO ROSSI CO., AN ARMS MANUFACTURER LOCATED IN SAN LEOPOLDO, WILL ALSO ACCOMPANY MR. WARSHAW AND MR. CASTELL TO BRASILIA. DURING PERIOD UNCLASSIFIED

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PAGE 02 STATE 257967

DEC. 5 THRU 8, WARSHAW AND CASTELL WILL BE STAYING AT

SHERATON-RIO.

ACTION REQUESTED : WOULD APPRECIATE EMBASSY ASSISTANCE
IN ARRANGING MEETING WITH APPROPRIATE OFFICIALS OF IMBEL

AND NOTIFYING USDOC OF APPOINTED TIME AND DATE. INGERSOLL

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